

**The City of Harrisburg
Mayor Stephen R. Reed**

**MAYOR'S OFFICES
OF SPECIAL PROJECTS
&
ECONOMIC
DEVELOPMENT**

2002 ANNUAL REPORT

**Daniel T. Lispi
Assistant to the Mayor for Special Projects**

**Richard M. Heaney
Director, Office of Economic Development**

**Linda Walker
Deputy Director, Office of Economic Development**



Office of the Mayor

The City of Harrisburg

City Government Center
10 North Market Square
Harrisburg, PA 17101-1678

Stephen R. Reed

(717) 255-3040

Mayor

FOREWARD

I am pleased to commend to your reading this comprehensive report for the year 2002, one of the most progressive years in the history of the City of Harrisburg since we were first incorporated as a municipality in 1791.

Harrisburg has come a long way from when it was listed in the first half of the 1980s as the second most distressed city in the United States. There remains a great deal more to be done, and this annual report is issued as a means to identify our progress through the activities, projects and operations of the City of Harrisburg. Such a report as this is issued for each department of city government under the Mayor's authority.

Every city employee and each city agency are integral to the success of Harrisburg. The work and achievements of the current era have written a new chapter in the Capital City's and region's history and, for this, every city employee can take pride and credit.

The City of Harrisburg's government is the most diverse municipal government in Central Pennsylvania. Our services and operations range from the traditional large municipal functions related to police, fire, public works, and parks and recreation to the more unique, such as water, sewer, trash collection, solid waste incineration, energy generation, recycling, economic development, areawide data processing systems, contracted sludge processing, codes enforcement and conducting major special events. Intertwined into all these functions are the administrative support functions related to risk management, legal, data processing, personnel, purchasing, billing, debt collection and financial management services. Everyone's role is important and everyone contributes to the overall success and functioning of this city.

This past year has considerably added to the overall positive performance of this government in achieving major public policy goals. For example:

- (1) The Part I crime rate, considered to be the index by which crime is measured in communities, has dropped over 54% since 1981 and the crime rate is now at a 30 year low;
- (2) The fire rate, meaning the number of fires per year, has dropped over 76% since 1982, and is now at its lowest level since citywide records have been kept;

- (3) The number of businesses on the city's taxrolls, counted at 1,908 by the end of 1981, is now 5,976, the highest number ever recorded;
- (4) The taxbase, assessed at \$212 million in 1982, is now over \$1.6 billion, the highest level ever recorded in city history;
- (5) During the period of 1995 through 2002, the City broke the record four times for the amount of new economic development investments, setting new record levels in city history; in the current era, over \$3.1 billion has been invested in Harrisburg, also a new record for any similar time period in city history, even when adjusting for inflation; the year 2002 was our highest year ever, with \$269.7 million in new investment;
- (6) The annual cost of living index consistently lists Harrisburg as being one of the most affordable communities in the midstate in which to own a home;
- (7) The City, in 2002, for the fifteenth consecutive year, won the nation's top national award for financial reporting and accounting and, additionally, for the twelfth consecutive year, won the nation's top national award for budgeting; of over 2,560 municipalities in Pennsylvania, only 2 have attained the same status;
- (8) The City, in 2002, for the fifteenth consecutive year, retained Tree City U.S.A. status, the highest community conservation award in the nation; and recently, City parks and recreation activities and programs garnered over 30 international, national and state awards; the city's Advanced Wastewater Treatment Plant won first place in Pennsylvania in statewide operational, maintenance and safety competition amongst other plants; the Harrisburg History Project, which includes the placement of pedestrian-level placards marking city historic sites, received the Historic Harrisburg Association's Preservation Award; the City's Melrose Gardens Housing Project received the prestigious Bellamy Award from the Pennsylvania Housing and Redevelopment Agencies' Association, their highest recognition;
- (9) The City and region were selected by the state Chamber of Business and Industry as Pennsylvania's Outstanding Community for the year 2002, marking the second time Harrisburg has won the state's most prestigious municipal honor. Harrisburg was also selected as Pennsylvania's Outstanding Community in 1990.
- (10) The City retained National Police Accreditation, the highest recognition for law enforcement in the nation; of over 21,000 police agencies, only 443 have attained the same status;
- (11) The City attained top national and state awards for its transportation infrastructure improvements, its energy conservation efforts, its historic rehabilitation projects and a myriad of other City pursuits, making the City of Harrisburg the most award-winning municipality in Pennsylvania; the city's Vehicle Maintenance Center and its Director received the top international award from the Association of Fleet Administrators for the city's innovative vehicle purchasing program, which cuts vehicle purchase costs by 10% to 15% and has thus far saved the city and its fellow participating municipalities over \$6 million in reduced vehicle purchase costs;
- (12) Harrisburg continued to be one of the leading cities in the country in the creation of alternative energy and revenue sources; thus far, in the current era, the City has generated over 15.3 billion pounds

of steam, co-generated over 903 million kilowatts of electrical energy, saved over 9.6 million cubic yards of landfill space and produced energy equivalent to over 870 million gallons of foreign oil;

(13) The City has fully or partially funded projects that have resulted in new construction or restoration of over 5,000 residential units, in the form of homes and apartments, making Harrisburg the largest residential developer in Central Pennsylvania;

(14) Additional upgrades have occurred in the Harrisburg Parks System, now the largest municipal parks system in the Midstate and the only municipal parks system to play a continuous regional role; the City has invested over \$68 million in parks and playgrounds since 1982;

(15) Attendance figures continue to show Harrisburg as a dynamic center for recreation, arts and entertainment, with over 2.3 million in attendance for the city's various free, regional special events. The Harrisburg Senators again surpassed the quarter million attendance mark with 283,661 fans in 2002, a new annual record, and are now well over the 3.75 million mark in total attendance, and the Harrisburg Heat have drawn more than 1.2 million fans during their tenure at the State Farm Show Complex.

(16) Citywide neighborhood recreational programs attracted their largest annual attendance ever, with 571,688 attendance in 2002, a 5% increase over 2001, and a dramatic 19% increase since 2000;

(17) The City continued in its Class 7 designation under the National Flood Insurance Program; only three other municipalities in the Nation have an identical or better designation; the classification is the result of the City's floodplain management and emergency management programs; Harrisburg is the only municipality in Pennsylvania to be upgraded in its classification, and in Harrisburg's case, was upgraded three times, giving City property owners a 15% reduction in the base premium for flood insurance;

(18) The City's Fire Bureau is one of 27 Federally-designated Urban Search and Rescue teams, one of the groups available for deployment anywhere in the U.S. for a major national disaster; further, the Commonwealth of Pennsylvania contracted the City to serve as administrator of Pennsylvania Task Force One, which involves resources from across and outside the state, to respond to such emergencies; the City of Harrisburg and the state Task Force were the first team deployed to the World Trade Center on September 11, 2001, in response to the worst terrorist attack in United States history;

(19) In conjunction with its operation of Task Force One, the City has constructed a new Special Operations Center that now serves as the headquarters and staging center for the Task Force and other specialized emergency operations.

(20) As a result of the success of the first Task Force, a second Intra-State Task Force, for response solely within Pennsylvania, has been created by the State. Additionally, the Water Rescue Strike Team One, a sophisticated new marine rescue unit capable of handling water-related emergencies anywhere in the State, is now operational. Harrisburg administers both of these recent additions to the Pennsylvania Emergency Management System.

(21) In the area of community services, Harrisburg continues to be the most engaged municipality in the region in matters of affordable housing and sheltering the displaced. As a result of joint effort by the City, County and human service providers, a second major grant—for \$1,088,000—was secured for both short-term shelters as well as intensive homelessness abatement and prevention.

(22) City coordination and support have resulted in over 225 city blocks being adopted under the Adopt-A-Block beautification program, and another two dozen vacant lots are similarly cared for under the Adopt-A-Lot program; 29 citizens have been trained as citizen codes inspectors to assist city Codes Enforcement Officers, and over 200 citizens have now graduated from the city's innovative Citizens Police Academy, the first of its kind in the midstate; more than 100 city blocks and neighborhoods are now covered by neighborhood crime watch groups;

(23) On a daily and continuous basis, City agencies and personnel performed thousands of services and tasks, for which neither recognition nor attention were provided, but all of which served to enhance the quality of life in Harrisburg with benefit to citizens, businesses and visitors.

(24) The Commonwealth of Pennsylvania has committed \$12 million to the planned new city university, Harrisburg Polytechnic Institute, and the Institute's Preparatory School and Business Incubator will soon open in a restored 83,000 sq. ft. former vacant site in the 200 block of Market Street. More than \$9 million in renovations are currently underway in the former YWCA site.

All should know and understand that American cities continue to face major challenges, frequently involving forces and factors over which a local government has no control. Our gains here have been the result of vision, struggle, persistence and arduous effort. The resurgence of Harrisburg in the current era has reversed previous decades of decline but we, too, are subjected to the unique burdens which the Nation and region place solely upon cities. It remains critically important that each of us rededicate ourselves to the furtherance of Harrisburg's best interests as we carry forth our respective roles and duties. The collective and individual efforts of Harrisburg's employees have made history. We owe it to the people we serve to build upon our present day progress by continuing our commitment to a constant, daily effort to be the best at what we have been hired to do for this City.

To the citizens and taxpayers of Harrisburg we dedicate this comprehensive annual report and our full measure of devotion in the days ahead.

A handwritten signature in black ink, reading "Stephen Reed". The signature is stylized with a large, looped "S" and a cursive "Reed".

Stephen R. Reed
Mayor

Mayor's Office of Special Projects 2002 Annual Report

The Mayor's Office of Special Projects [MOSP] was established to provide leadership for high profile and complex projects undertaken by the City. The goals, objectives and responsibilities of the Office are diverse and far ranging as the accomplishments of 2002 illustrate. Some of the highlights are described below:

City Island – After being elected in 1982, Mayor Reed's renaissance plan to restore City Island was put into action, making it a tourist destination within walking distance to the downtown. MOSP was responsible for the rebuilding of City Island. City Island originally hosted the City's Water Filtration Plant, Beach House and baseball field, where Negro and Minor league baseball teams competed until the island's decline in the 1950's. City Island is now home to the following:

Skyline Sports Complex – Built on the former site of the water filtration plant, the multi-purpose complex contains football, softball field and soccer fields, sand volleyball courts, running/walking/hiking trails, concession areas, and locker rooms/changing facilities. The football field is home to Harrisburg's semi-pro football team, the National Champion Harrisburg Piranhas.

Riverside Stadium is home to the Harrisburg Senator's, the AA Eastern League affiliate of the Montreal Expos and the team of the 90's in minor league baseball.

Marinas – Three different boat marinas have been built with 218 boat slips. (Main Marina 84; Riverside Marina 86; South Pointe Marina 48)

Riverside Village – A place for families and tourists to enjoy a picnic by the riverside complete with activities for the kids to enjoy. Other City Island amenities include: the City Island Railroad, a game Arcade, a Carousel, Water Golf Miniature golf course, Harbortown play area for children, Batting Cages, a biking-walking-jogging and in-line skating trail, picnic pavilions, assorted food vendors and City Island merchants as well as a boat launch for the Pride of the Susquehanna paddlewheel riverboat.

The National Civil War Museum – In February 2001, the City opened the National Civil War Museum, the largest museum in the world dedicated to the American Civil War. The National Civil War Museum is a 65,000 square foot facility that includes 27,000 square feet of exhibit space, a 4,500 square foot temporary exhibit gallery, environmentally controlled archives and artifacts storage, a library, multi-purpose rooms and a full service kitchen for catered functions and daily café service. Including the City's extensive collection of Civil War artifacts, the cost of the project was approximately \$40 million. The MOSP filed for and received a \$16.2 million grant from the Commonwealth of Pennsylvania to cover the majority of the construction costs for

the Facility. In addition to administering the grant, the Office had overall responsibility for financing, development, construction and commissioning the museum.

Harrisburg Incinerator Project – In January 2001, the City entered into Consent Agreements with the Pennsylvania Department of Environmental Protection and the United States Environmental Protection Agency to enable the Harrisburg incinerator to continue to operate. The Agreements allowed the Facility to de-rate the units capacity to less than 250 tons per day that provided additional time to operate the facility and to develop plans for the retrofit. The Agreements required the facility to undergo stack emission testing to demonstrate compliance with interim dioxin emission limits. MOSP took the lead on the negotiation of the Agreements, and, in conjunction with the Department of Incineration and Steam Generation, has effected and monitored compliance with the Agreements. Among many other efforts, interim control measures consisting of water sprays and carbon injection were identified and installed on a fast track basis to enable the Facility to comply with the requirements.

At a direct construction cost estimated at \$67 million, MOSP will oversee the retrofit of the City's incinerator, which will add 25 years to the life of the facility and enable compliance with the Clean Air Act. In November 2001 Barlow Projects, Inc. (BPI) released a preliminary feasibility study on the retrofit of the incinerator, which concluded that the retrofit incinerator is technically, environmentally and financially feasible. Based on the results of the study, the City has proceeded with the engineering, permitting and development of the retrofit project. Additional challenges lie ahead to put in place the necessary elements for financing the estimated \$67 million retrofit. However, major strides toward this goal were achieved in 2001 when the City entered into a "Put or Pay" waste agreement with Waste Management, Inc. to secure a reliable waste and revenue stream to support the planned financing of the retrofit.

In 2002, the City's Solid Waste Permit was approved for a period of ten (10) years. Also, the City submitted an Air Quality Permit application with approval expected in June 2003. The retrofit of the facility is expected to take between 18 and 24 months. With work expected to begin in late 2003, MOSP will work with Barlow Projects, Inc. (BPI).

In December 2002, the County Commissioners approved a revision to the Municipal Solid Waste Plan of Dauphin County. Concurrently, the Commissioners passed an ordinance that, upon completion of the City's incinerator retrofit project, directs all municipal solid waste generated in the County to the Harrisburg facility. A resolution also passed expressing the Commissioner's preference for resource recovery and directing the staff to undertake the necessary steps to enter into a long-term agreement between the City and the County for the disposal of the county's municipal waste.

The MOSP also initiated an investigation of various alternatives to the retrofit project, including a new technology known as Plasma, Pyrolysis & Vitrification (PPV). The feasibility of PPV for Harrisburg will be determined in 2003.

During 2002, the MOSP led a successful \$17 Million Resource Recovery financing, which provided working capital, funded the engineering and design, and the permitting of the retrofit project.

Municipal Solid Waste and Recycling – The City, through MOSP, has been working with Dauphin County to manage the joint City/County's Office of Municipal Solid Waste and Recycling. The joint office successfully obtained grant funding from PA DEP and has implemented a recycling drop-off program throughout the City and County. In 2002, the City added newspaper to its recycling program and hosted an e-cycling event for the collection and recycling of PCs and computer components. A noticeable increase in recycling is attributable to the City's curbside collection program and because of the placement of 98 Trash & Recycling containers placed throughout the City's Parks system and the placement and use of the public Special Event recycling trailers strategically placed at the City's special events.

The County\City office was awarded a \$1.5 Million grant from DEP to develop a Materials Recycling Facility in the Harrisburg area. The MOSP also negotiated a settlement with DEP that resulted in a \$50,000 grant to the Hamilton Health Center to fund an Asthma screening program in the Harrisburg School District.

Dock Street Dam – In May 2001, the MOSP released the final draft report on the alternatives to the Hydroelectric Dam, the City's proposed hydroelectric project on the Susquehanna River. The report was a compilation and culmination of the work of a multi-disciplinary Working Group established by the City to bring about a settlement of litigation that had commenced in 1987 over the permitting of the proposed hydroelectric project. The objective of the report was to identify suitable alternatives to the hydroelectric dam project that would address fish passage, dam safety, environmental concerns, recreation and economic development. Based on the report, the City has withdrawn its application for the hydroelectric dam project and intends to pursue the replacement of the Dock Street Dam with an inflatable rubber dam. In June 2002, the City entered into an agreement with DEP to settle the litigation. This report will serve as a guide for the future development of the alternative(s) recommended. A Regional Task Force is expected to be developed in 2003.

National Sports Hall of Fame – MOSP will oversee the construction of a 60,000 square foot museum with a \$9.5 million grant received in August 2001 from then Governor Ridge. Preliminary Design work for the Hall of Fame commenced in 2002. Construction is anticipated to commence in the 4th quarter of 2003.

Hydro-Turbine Project – In 2002, MOSP completed the construction of a 190-kilowatt turbine generator that is installed at the City's water filtration plant. This mini hydroelectric plant will supply a significant portion of the filtration plant's energy needs for many years to come by using previously wasted energy from the water delivered from the DeHart Dam to the filtration plant.

HarrisCom – In 2002, a task force was formed to explore the development of a City-owned telecommunications company that could supply cheaper rates to the City and County Governments and the Harrisburg School District. An existing City corporation has had its by-laws amended to serve as the entity to apply for PUC certification to enable the entry into the telecommunications business.

City's Energy Office – MOSP led negotiations with United American Energy to enter into a Memorandum of Understanding to enable the further development of a natural gas fired power plant in the City that would provide significant benefits to the Parties. Negotiations with UAE have been stalled because of a weakening in the electric power markets, though the markets are expected to rebound in the future. Another successful energy related program that the City has undertaken is the Intergovernmental Cooperation Agreement (IGCA), initiated by the City with the Harrisburg Housing Authority, Harrisburg Parking Authority, Harrisburg Redevelopment Authority and Dauphin County for the purpose of making combined procurement of energy products (natural gas, electricity and oil.) The member agencies have saved thousands of dollars through the cost saving measures and procurement made available under this agreement. The IGCA provides reduced utilities purchasing to participating parties as well as an administration fee to the City. In 2002, participating parties realized a 22.5% savings in the purchase of Natural Gas. Pursuit of a similar electric energy savings program began in the last quarter of 2002.

National Museum of African-American History – In 2002, MOSP was assigned the task of developing the NMAAH. \$13 Million in funding has been appropriated in the State Capital Budget. A site has been selected and property acquisition will occur in the future.

Harrisburg History Site Placards – 80 out of 100 Historical Markers depicting Harrisburg's history have been installed throughout the City. The last phase of 20 markers will be installed in 2003.

Harrisburg Broadcasting Studio, Network and Operations – The Mayor's advanced multi-media technology initiative, known as the Harrisburg Broadcast Network (HBN), will include two cable television channels, a live webcasting station, and a low-power FM radio station. The new headquarters for HBN is located on the first floor of the Walnut Street Garage at 223 Walnut Street. Comcast and then city shared in construction expenses, and Comcast, as part of their obligation under their new cable franchise agreement with the city, provided the television production equipment located in the studio. The city begins 24-hour a day operations of the first channel, known as WHBG TV-20, on June 1, 2003. WHBG TV-20 will operate as a government meeting and public information station, and the second channel, when it becomes operational in late 2003, will serve as an educational channel used by the city school system and the planned Harrisburg Polytechnic Institute.

Farm Show Complex Hotel – In May 2002, a request for Qualification for a Hotel Developer was issued for the development of a hotel on the grounds of the Farm Show complex.

**CITY OF HARRISBURG
MAYOR’S OFFICE OF SPECIAL PROJECTS**

2002 PERSONNEL DIRECTORY

Management Staff

<u>Name</u>	<u>Position</u>	<u>Employment Date</u>
Daniel R. Lispi	Assistant to the Mayor	05/26/1986
Louis D. Colon	Project Manager	07/09/2002

Bargaining Unit

Rodney J. Shenberger	Secretary	05/06/2002
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MAYOR'S OFFICE OF SPECIAL PROJECTS

2002 BUDGET

<u>Personnel Services Allocation</u>	<u>Job Classification</u>	<u>2002 Budget</u>
Salaries – Management		\$115,196
	Director	\$ 80,092
	Project Manager	25,329
		<u>\$105,421</u>
Salaries - Bargaining Unit	Secretary	9,237
Total Salaries		<u>\$114,658</u>
Fringe Benefits		27,514
<u>Personnel Total</u>		<u>\$142,172</u>
<u>Operating Expenses</u>		<u>2002 Budget</u>
Advertising		\$ 0
Printing		331
Blueprints		0
Telephone		254
Postage		591
<u>Communications Total</u>		<u>\$ 1,176</u>
Auditor Fee		\$ 120
Consultants		25,387
Professional Fees		12,865
<u>Professional Fees Total</u>		<u>\$ 38,372</u>
Vehicular Expenses		\$ 568
Communications		0
Maintenance		1,706
<u>Maintenance & Repairs Total</u>		<u>\$ 2,274</u>
<u>Travel</u>		<u>\$ 1,952</u>
Subscriptions		\$ 25
Data Processing		80
Office Supplies		276
Motor Fuel		106
Tires		124
Vehicle		587
Miscellaneous		0
<u>Supplies & Expense Total</u>		<u>\$ 1,198</u>
<u>Operations Equipment Total</u>		<u>\$ 9,577</u>
<u>TOTAL APPROPRIATION</u>		<u>\$197,259</u>

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MAYOR'S OFFICE OF ECONOMIC DEVELOPMENT

ANNUAL REPORT

2002

**STEPHEN R. REED
MAYOR**

**RICHARD HEANEY
DIRECTOR**

**LINDA WALKER
DEPUTY DIRECTOR**

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I. DIRECTOR'S MESSAGE

DIRECTOR'S MESSAGE

The City of Harrisburg since 1982 has witnessed an economic resurgence to rival that of any other American city in a comparable time frame. Recent years' record levels of building permits issued and private sector dollars invested in both the City's downtown and its neighborhoods pay testament to the results of a well conceived and expertly implemented economic development strategy.

Strong economic development projects take considerable planning and financing. A much misunderstood aspect of economic development is the typical gestation period from initial concept to final development. This time period impacts greatly on the financial viability of a project. For this reason, the Administration of Mayor Stephen R. Reed has worked since its inception to develop strong public-private partnerships, specifically in the financial arena, to help provide stability for various development projects.

During the past decade the City has seen some projects come to fruition that others thought would fail. Those projects include: The Pennsylvania National Insurance Tower and Parking Garage; Knezic and Pavone Advertising Agency in the Paxton Commons quadrant; the National Civil War Museum in Reservoir Park; and the Whitaker Center for the Arts and Sciences, which in its first year of operation attracted over 375,000 visitors.

Notable projects in 2002 include:

- **Penn Center** - A new office campus situated at the site of the former Polyclinic Hospital in Harrisburg's Uptown neighborhood. Penn Center comprises 300,000 square feet of space in three buildings spread over seven acres. Phase 1 of the development began in Fall 2002, with the first tenants set to take occupancy in Spring 2003. Total private sector investment at the site will exceed \$12,000,000.00. The site, located within two miles of the state capitol complex, has over 600 off-street parking spaces and is located within minutes of I-81, I-83, USS 322 and the Pennsylvania Turnpike.
- **Mount Pleasant Plaza** - A new, inner-city mini-mall located at the intersection of 13th and Derry Streets in the City's South Allison Hill neighborhood. The project, begun in mid-2002, will be completed by Spring 2003. The mini-mall, with over 14,000 square feet of commercial space, will be anchored by Pak's Market, a full-line grocer that has been a fixture in the neighborhood for many years. A new Subway Sandwiches franchise will join a Jackson-Hewitt Tax Service Office and other commercial tenants in Summer 2003.

- **Wireless Infotech Services** - A young telecom company formerly located in a suburban office park that, with financial assistance from the City, has expanded its operations and relocated to a formerly vacant building downtown. The company is currently partnering with other regional telecom businesses in an effort to establish Harrisburg as a hub of wireless internet communication.
- **Atomic Warehouse** - An abandoned three-story warehouse facility located at Cameron and Market Streets, the building's first floor is now the home of one of the most eclectic antique and collectibles collections in south central Pennsylvania. An art studio takes up the buildings second floor, and the building's owner, local developer Steve Pearlman, lives in the newly converted third-floor penthouse.
- **PHFA Tower** - A new eight-story office tower on North Front Street containing 187,000 square feet. The Pennsylvania Housing Finance Agency will take full occupancy of the building in Summer 2003.

Over the course of 2002 the City added over 400 new businesses to its tax rolls, raising the total number of over 5,900. The City issued over 1,500 building permits during 2002, with a total dollar value of close to \$270,000,000.00 in new investment.

The business community has flourished over the past few years and is still climbing to new heights. The Mayor's Office of Economic Development has witnessed a dramatic increase in requests for both financial and technical assistance. Clients asking for assistance range from the start-up entrepreneur to the established business owner looking to expand or relocate. Low-interest loans, tax incentives, and procurement assistance are just a few of the driving forces behind this latest surge.

Economic development has taken on new meaning in the City of Harrisburg. The City's economic development successes have improved the quality of life for those who live and work here, while attracting thousands of visitors as well. We can only hope that development efforts in the next ten years will be as successful as in the past ten.

A. OFFICE OVERVIEW

MAYOR'S OFFICE OF ECONOMIC DEVELOPMENT OFFICE OVERVIEW

This office, created in early 1990 through the merger of the Mayor's Office of Business and Industrial Development and the Mayor's Office of Minority Business Enterprise, two entities first created in 1982 and 1984 respectively, is responsible for the promotion and advancement of business and industrial development in the City. The office continues to serve as a one-stop center to provide information about sites, permits, taxes, zoning, financing and all services available for development. The office also provides export market development assistance, Federal procurement bid assistance, new project market assistance, small business incubation, customized job training and labor-management conflict resolution assistance.

Financial assistance is available either directly through the City or indirectly through various state or local programs which require that the City act as a sponsor for a formal application on behalf of a private concern. This office currently offers seven different financial programs providing loans in amounts ranging from \$10,000 to \$1,000,000. Each program carries specific matching and job creation requirements and loan terms range from three to twenty years. Eligible projects include the acquisition and/or rehabilitation of real property, new construction, purchase of machinery and equipment and the provision of working capital.

The Division of Contract Compliance and Minority and Female Business Enterprises within the Mayor's Office of Economic Development is responsible for the promotion of minority and women-owned businesses. Procurement outreach consists of matching procurement opportunities with available Minority Business Enterprises/Women Business Enterprises (MBE's/WBE's). This division provides counseling and training in the following areas: accounting and bookkeeping, tax planning, business start-up and management, obtaining financing through various public and private institutions, obtaining surety bonding and meeting business insurance needs. Certification services are also provided to ensure the businesses are bona fide MBE/WBE's.

Another program this office administers is the Pennsylvania Department of Community Affairs funded Enterprise Zone Program (EZIP). The program focuses on a broad range of enhanced incentives into areas which contain concentrations of needs: i.e., poverty and unemployment, and provide opportunities for development such as vacant land and/or buildings. Last year the City had sought and received approval to expand the current Enterprise Zone to now encompass a portion of the Borough of Paxtang which brings the total membership to seven municipalities. The Enterprise Zone Coordinator, based in this office, now serves as the staff person for the expanded Zone. The City portion of the Enterprise Zone was designated by HUD as a Federal Enterprise Zone. The City portion of the Enterprise Zone was designated by HUD as a Federal Enterprise Community in 1994.

II. REVOLVING LOAN PROGRAM

A. REVOLVING LOAN PROGRAM/TOTAL LOANS MADE TO DATE

REVOLVING LOAN PROGRAM

The City of Harrisburg's Revolving Loan Program (RLP) was established in 1984. Funded through a combination of funding sources including Community Development Block Grants (CDBG), Enterprise Development Area (EDA) funds, and City –backed bond issue revenues, the RLP, administered by the Mayor's Office of Economic Development, has to date assisted 78 businesses in starting up, expanding, or relocating to the City of Harrisburg.

In 2002, MOED approved a new one-year record total of thirteen new loans. Of that number, 9 were start-up businesses, 3 were City-based companies going through expansion, and 1 was an established business outside of the City that chose to relocate into the City. The following table provides a roster of the businesses assisted during the life of the City's Revolving Loan Program.

TOTAL LOANS MADE TO DATE

BUSINESS NAME	BUSINESS/ PROJECT ADDRESS	BUSINESS TYPE	CITY FINANCING	MATCHING FINANCING	JOB CREATED
Acumix, Inc.	200 S. 18 th St.	Manufacturer	\$ 25,000	\$ 75,000	1
Acumix, Inc.	200 S. 18 th St.	Manufacturer	\$ 19,500	\$ - - -	
Alpine Cyclery	1135-37 Market St.	Bicycle Sales and Service	\$ 10,000	\$ 950	1
Amercon International	1699 S. 19 th St.	Manufacturer	\$ 250,000	\$1,000,000	14
American Products International	99 South Cameron St.	Export Consultant	\$ 10,000	\$ 10,000	1
Appalachian Brewing	50 N. Cameron St.	Micro-brewery	\$ 250,000	\$2,100,000	69
ARS Enterprises, Inc. t/a Hope Station Restaurant	606 N. Second St.	Restaurant/Catering	\$ 50,000	\$ 190,000	20
Automotive Transmission Recovery, Inc.	2322 N. 7 th St.	Parts Recovery	\$ 40,000	\$ 60,000	18
B & B Holdings	City Island	Marina	\$ 100,000	\$ 500,000	5
BR&R Design Associates	1839 Rudy Rd.	Building & Design	\$ 16,663	\$ 16,663	2
BR&R Design Associates (Allison Court)	1919-37 Rudy Rd.	Development	\$ 400,000	\$ 62,000	
Baker's Exxon	2017 N. 6 th St.	Automotive Repair/Fuel	\$ 130,000	\$ 195,000	10
Barking Dog Ventures	1014 Market St.	Advertising	\$ 87,500	\$ 500,000	19

BUSINESS NAME	BUSINESS/ PROJECT ADDRESS	BUSINESS TYPE	CITY FINANCING	MATCHING FINANCING	JOB CREATED
Berry Brothers Plumbing & Heating	209 S. 17 th St.	Plumbing/ HVAC Contractor	\$ 61,786	\$ 61,786	
William H. Brice	2401 N. 6 th St.	Development	\$ 15,000	\$ 64,000	
Bridgeside Square	312 Market St.	Restaurant/ Nightclub	\$ 89,180	\$ 133,770	62
Brookwood Farms	601 S. 19 th St.	Dairy	\$ 70,000	\$ 261,000	7
Brookwood Farms #2	601 S. 19 th St.	Dairy Products	\$ 50,000	\$- - -	
Brookwood Farms #3	601 S. 19 th St.	Dairy	\$ 200,000	\$ 200,000	8
Brunner Industrial Group d/b/a Smith Paint Products	1817 N. Cameron St.	Manufacturer	\$ 100,000	\$ ---	10
Bud's Automotive #1	1739 N. 5 th St.	Auto Repair	\$ 9,628	\$ 42,000	2
Bud's Automotive #2	3 rd & Maclay St.s	Auto Repair	\$ 100,000	\$ ---	
CT Rehabilitation, Inc.	301 Chestnut St.	Development	\$ 250,000	\$2,100,000	
Central Business Systems	915 S. 13 th St.	Office Equip.	\$ 250,000	\$ 593,000	38
Carlisle Oven, Inc.	99 S. Cameron St.	Manufacturer	\$ 25,000	\$ 69,000	1
Control Techtronics #1	99 S. Cameron St.	Manufacturer	\$ 13,550	\$ 20,325	7
Control Techtronics #2	99 S. Cameron St.	Manufacturer	\$ 19,800	\$ 30,200	
Control Techtronics #3	99 S. Cameron St.	Manufacturer	\$ 9,313	\$ 9,313	
Cue Nique Billiards	Strawberry Square	Billiards	\$ 50,000	\$ 50,000	2
Cutting Edge Signs	2307 Berryhill St.	Signs	\$ 75,000	\$ 50,000	1
DAMPAO, Inc. d/b/a Politesse, Inc.	114 N. Second St.	Restaurant	\$ 22,226	\$ 282,170	13
Dasher, Inc. #1	1660 S. Cameron St.	Mail/Delivery	\$ 46,000	\$ 15,000	26
Dasher, Inc. #2	1660 S. Cameron St.	Mail/Delivery	\$ 29,161	\$ 29,161	
Dasher, Inc. #3	1660 S. Cameron St.	Mail/Delivery	\$ 46,000	\$ 69,000	3
Dasher, Inc. #4	1660 S. Cameron St.	Mail/Delivery	\$ 53,000	\$ 212,000	2

BUSINESS NAME	BUSINESS/ PROJECT ADDRESS	BUSINESS TYPE	CITY FINANCING	MATCHING FINANCING	JOB CREATED
Design Consortium	413 Walnut St.	Graphic Design	\$ 25,000	\$ 255,900	1
Edmont Associates	2000 N. 6 th St.	Development	\$ 60,504	\$ 493,484	
F & M Designs	1699 S. 19 th St.	Awnings	\$ 11,450	\$ 56,000	1
FDA Packaging, Inc.	2715 N. Seventh St.	Manufacturer	\$ 250,000	\$2,500,000	
FEI Company	1125 Berryhill St.	Distribution	\$ 75,000	\$ 610,000	30
Aaron Franklin	420 South 17 th St.	Medical Billing	\$ 2,000	\$ 250	1
George Courier Service	611-A South 17 th St.	Delivery	\$ 28,000	\$ 72,700	10
Gibson's Footwear	4 S. Front St., Steelton	Shoe Retail	\$ 12,000	\$ ---	
Ginger Cosmetics, Inc.	215 N. Second St.	Cosmetics & Hair Salon	\$ 35,000	\$ 66,750	1
Grandkott Corp. t/a St. Moritz	712 North Third St.	Restaurant	\$ 230,000	\$ 360,000	5
Greenlee Associates	19 ½ N. 4 th St.	Consulting	\$ 20,000	\$ 70,000	1
Harrisburg Music Emporium	5 N. Third St.	Retail - Music	\$ 10,000	\$ 33,700	2
Harrisburg Enterprise Dev. Corporation	10 N. Second St.	Development	\$ 250,000	\$- - -	
Harristown Dev. Corporation	11 N. Third St.	Development	\$1,000,000	\$1,000,000	
Hoffman Industries	1033 Maclay St.	Manufacturing	\$ 146,400	\$ 300,000	5
Holly St. Partnership (Eshenaur's Fuels)	S. 17 th St.	Fuel Oil	\$ 100,000	\$ 408,000	20
Image and Print #1	1122 N. Third St.	Publication	\$ 35,100	\$ 100,000	2
Image and Print #2	1122 N. Third St.	Publication	\$ 62,500	\$ ---	
Image Perfections, Inc.	226 S. 18 th St.	Pre-press Operations	\$ 55,000	\$ 55,000	10
Image Perfections (#2)	226 S. 18 th St.	Pre-Press Operations	\$ 80,000	\$ 80,000	2
Incubator Business Services	99 S. Cameron St.	Business Incubator	\$ 75,000	\$ 246,500	59

BUSINESS NAME	BUSINESS/ PROJECT ADDRESS	BUSINESS TYPE	CITY FINANCING	MATCHING FINANCING	JOB CREATED
J.K. Precision	2207 N. 7 th St. (Rear)	Automotive	\$ 49,500	\$ 100,000	2
Kim Le Restaurant	3 rd & Verbeke St.s	Restaurant	\$ 5,788	\$ 8,682	
King Assad's Seafood	2060 Derry St.	Restaurant	\$ 3,500	\$ 3,500	1
Keystone Embroidery	200 S. 18 th St.	Embroidery	\$ 40,000	\$ 63,000	7
Keystone Embroidery #2	200 S. 18 th St.	Embroidery	\$ 37,500	\$ 124,000	
Kitchenworks Caterers	1708 Derry St.	Catering	\$ 50,000	\$ 170,000	
La Estrella Market	1317 Derry St.	Grocery Store	\$ 7,135	\$ 7,135	3
Lunch Box Restaurant	925 N. Third St.	Restaurant	\$ 12,120	\$ 18,180	
MMT Enterprises, Inc.	City Island	Family Entertainment	\$ 250,000	\$ 280,000	2
Maclay St. Pharmacy	6 th & Maclay St.s	Pharmacy	\$ 20,000	\$ 30,000	
Manado Broadcasting	730 S. 10 th St.	Radio Station	\$ 200,000	\$ 470,000	6
Manor Market	1301 S. 17 th St.	Grocery Store	\$ 60,000	\$ 100,000	
Marroquin Partnership	1305 S. Cameron St.	Development	\$ 22,000	\$ 40,000	
MATH, Inc.	1500 N. 12 th St.	Real Estate	\$ 72,700	\$ 310,000	12
Metropolitan Graphics	200 S. 18 th St.	Printing	\$ 100,000	\$ 200,000	
Mid-Town Market	1230 N. Third St.	Commercial	\$ 250,000	\$ 250,000	
Mid-State Litho, Inc.	R-2535 N. 7 th St.	Printing	\$ 100,000	\$ 100,000	26
Mishar Productions, Inc. d/b/a Capitol Dinner Theatre	1300 Wayne St.	Theatre	\$ 110,000	\$ 250,000	82
Myers Associates #1	825 S. 26 th St.	Manufacturer	\$ 100,000	\$2,110,000	100
Myers Associates #2	825 S. 26 th St.	Manufacturer	\$ 70,000	\$- - -	3
Myers Associates #3	825 S. 26 th St.	Manufacturer	\$ 200,000	\$- - -	13
N.F. String & Sons, Inc.	1380 Howard St.	Manufacturer	\$ 100,000	\$ 154,000	35

BUSINESS NAME	BUSINESS/ PROJECT ADDRESS	BUSINESS TYPE	CITY FINANCING	MATCHING FINANCING	JOB CREATED
NICJO d/b/a McGrath's Pub	202 Locust St.	Restaurant	\$ 100,000	\$ ---	15
916 South 14 th St. Partnership	916 S. 14 th St.	Credit Collection	\$ 250,000	\$ 388,000	
North St. Grocer	231-233 North St.	Grocer/Caterer	\$ 70,000	\$ 86,000	2
North St. Grocer	231-233 North St.	Grocer/Caterer	\$ 35,000	\$ 140,000	1
Parkside Cafe, Inc.	2009 State St.	Restaurant	\$ 38,185	\$ 320,815	
Pearlman, Stephen	1120-23 Market St.	Antiques	\$ 50,000	\$ ---	1
Rascal's	2238 Derry St.	Restaurant	\$ 60,500	\$ 265,000	16
Pascual Navarro, Inc.	117 N. Cameron St.	Contractor	\$ 50,000	\$ 53,000	4
Rhine & Associates	200 Crescent St.	Printing	\$ 26,218	\$ 138,782	5
Ritter Properties #1	1511 N. Cameron St.	Development	\$ 100,000	\$2,500,000	60
Ritter Properties #2	1511 N. Cameron St.	Development	\$ 250,000	\$1,600,000	
Russell Development	133 Sassafra St.	Development	\$ 250,000	\$ 305,000	
S. 18 th St. Partnership	200 S. 18 th St.	Business Incubator	\$ 75,000	\$ 246,500	
S. 18 th St. Partnership	200 S. 18 th St.	Business Incubator	\$ 60,000	\$ 60,000	26
S. 18 th St. Partnership	200 S. 18 th St.	Business Incubator	\$ 10,000	\$ 10,000	
Schwalm & Fasolt	2107 N. 7 th St.	Custom Cabinet Making	\$ 40,000	\$ 200,000	1
Scriptfast	415 Market St.	Online Subscription Service	\$ 135,000	\$ 675,000	
2 nd Wok Restaurant	106 North Second St.	Restaurant	\$ 45,000	\$ 71,835	3
Seffu Grocery	S. 13 th & Kittatinny Sts.	Grocery Store	\$ 95,000	\$ 100,000	
Simons, Ruth	1721 N. Front St.	Insurance	\$ 64,000	\$ 275,000	1
Spinecare, Inc.	1110 N. Third St.	Health Care	\$ 350,000	\$2,000,000	
Sportsworld USA	Strawberry Square	Retail/ Sports Ware	\$ 30,000	\$ 55,000	
J. P. Staz Enterprises	1738 N. Third St.	Development	\$ 26,000	\$ 52,000	
Subway	2955 North 7 th St.	Restaurant	\$ 70,000	\$ 70,000	4

BUSINESS NAME	BUSINESS/ PROJECT ADDRESS	BUSINESS TYPE	CITY FINANCING	MATCHING FINANCING	JOB CREATED
Wiley's Downtown	Strawberry Square	Restaurant	\$ 62,865	\$ 134,192	8
Wireless Infotech, LLC	17 S. Second St.	Wireless Communication Applications	\$ 90,000	\$ 400,000	
Woodlore Builders Studio	2350 N. 7 th St.	Custom Mill Work	\$ 32,000	\$ 150,000	1
Your Vital Signs	712 S. Cameron St.	Signs	\$ 47,000	\$ 75,000	1

B. 2002 LOANS

2002 LOANS

The following loans were made in the year 2002:

1. Bud's Automotive
Mr. Anthony T. Bekelja
3rd & Maclay Streets, Harrisburg, PA 17110
\$100,000.00 - EDA
2. MODE Magazine
Ms. Gloria Giambolvo
1120 North 3rd Street, Harrisburg, PA 17102
\$62,500.00 - Special Projects Revolving Loan Program
3. Steve Pearlman
1021-1023 Market Street, Harrisburg, PA 17101
\$50,000.00 - EDA
4. Ruth Simons
1721 North Front Street, Harrisburg, PA 17102
\$64,000.00 - Special Projects Revolving Loan Program
5. MATH, Inc.
Mr. Martin J. Brightbill
1500 North 12th Street, Harrisburg, PA 17103
\$72,700.00 - Special Projects Revolving Loan Program
6. Doggiestyle
Ms. Heidi Book
913 North Second Street, Harrisburg, PA 17102
\$15,000.00 - EDA
7. FEI Company
Mr. Paul Winer
1125 Berryhill Street, Harrisburg, PA 17104
\$75,000.00 - EDA
8. NICJO, Inc. d/b/a McGrath's Pub
Mr and Mrs. Tom Scott
202 Locust Street, Harrisburg, PA 17101
\$100,000.00 - EDA
9. George Courier Services
Mr. Ray A. George

611-A South 17th Street, Harrisburg, PA 17104
\$28,000.00 - EDA

10. Brunner Industrial Group d/b/a Smith Paint Products
Mr. Charles E. Brunner, Sr.
1817 North Cameron Street, Harrisburg, PA 17103
\$25,000.00 - EDA
11. Gibson's Footwear
Mr. Marlin Green
4 South Front Street, Steelton, PA 17113
\$12,000.00 - New Baldwin Corridor Enterprise Zone Loan Program
12. Script-Fast, Inc.
Mr. Curtis Hess
415 Market Street, Suite 201, Harrisburg, PA 17101
\$135,000.00 - EDA
13. Wireless Info. Tech, LLC
Mr. Todd Snyder
17 South 2nd Street, Market Square, Harrisburg, PA 17101
\$90,000.00 - Special Projects Revolving Loan Program

C. ACTIVE LOANS/JOBS CREATED

ACTIVE LOANS/JOBS CREATED

The following is a list of the active loans and the jobs created by these loans:

<u>BUSINESS NAME</u>	<u>JOBS CREATED</u>
916 South 14 th Street Partnership	150
Alpine Cyclery	1
Amercon	162
Amerimar	3
Appalachian Brewing Company	69
ARA Enterprises	5
B & B Holdings	1
Barking Dog Ventures, Ltd.	19
Brice, William	5
Brunner Industrial Group d/b/a Smith Paint Products	10
Bud's Automotive	2
Cameron Street Properties	35
Cutting Edge Signs	1
Design Consortium	1
Doggiestyle	2
FDA Packaging, Inc.	80
FEI Company	30
George Courier Services	10
Gibson's Footwear	2
Greenlee Real Estate	13
Hoffman Industries International	5
Holly Street Properties	156
Image Perfections	18
Island Entertainment	1
J. P. Staz Enterprises	5
L. Myers Associates	15
Librandi's Machine Shop	16
MATH, Inc.	12
Mishar Productions	82
Mode Magazine	46
N.F. String & Sons	15
NICJO, Inc. d/b/a McGrath's Pub	15
Pearlman, Steve	1
Ritter Properties	2
Schwalm & Fasolt	20
Simons, Ruth	1
Ritter Properties #1 and #2	60
South Pointe Marina	6
Tony Perry 3	3
Two K's d/b/a Violet's on Walnut	11

Your Vital Signs		1
Woodlore Builders Studio		<u>15</u>
	TOTAL	1107

D. EMPLOYMENT BY INDUSTRY

***EMPLOYMENT BY INDUSTRY**

December 2002

NON-FARM JOBS:	364,300
GOODS PRODUCING INDUSTRIES	53,000
Construction & Mining	13,500
Manufacturing	39,500
Durable Goods	18,200
Prim & Fabricated Metal Products	5,600
Machinery, Electronics, Electric Equipment	7,700
Non-Durable Goods	21,300
Food & Kindred Products	10,900
Paper, Printing, Publishing	5,000
SERVICE PRODUCING INDUSTRIES	311,300
Transportation & Public Utilities	27,000
Wholesale Trade	21,900
Retail Trade	60,500
Finance, Insurance, Real Estate	24,700
Services	107,500
Hotels & Other Lodging Places	4,000
Personal Services	3,100
Business Services	18,200
Auto & Miscellaneous Repair Services	3,900
Amusement, Recreation Services	4,700
Health Services	33,200
Hospitals	14,900
Legal Services	2,300
Educational Services	8,300
Social Services	9,300
Membership Organizations	10,900
Engineering & Management Services	7,200
Total Government	69,700
Total Federal Government	10,900
Total State Government	33,300
Total Local Government	25,500

*** Hbg. MSA Statistics - PA Department of Labor and Industry**

III. NEW BUSINESSES

NEW BUSINESSES

Hoffman Industries International Ltd.: Hoffman Industries, located at 1033 Maclay Street, has been a small business client of MOED's for over five years. This family owned business has developed several patented processes for an environmentally safe cleaning system known as "EMC" or Electromagnetic Metal Cleaning. This particular process appears to have the potential to revolutionize the metal cleaning industry. The process will be viable to those in high tech industries related to computer, medical instruments, defense and the automotive industry. The company has been pursuing patents in other high tech fields and along with the Commonwealth will continue to assist in the growth of this company.

M.A.T.H. d/b/a Brightbill Industries: Brightbill Industries, owned by Martin Brightbill and Thomas Faulkner, is located at 1500 North Cameron Street in the City's Enterprise Zone. The firm was started in 1988 and due to growth has relocated to its present location. Brightbill Industries is a manufacturer of custom wood cabinetry, countertops and architectural millwork for commercial and industrial applications. The company employs eight persons and plans to add four more employees in the next three years.

Simons & Company, Inc.: Simons & Company, Inc. is a woman-owned business that recently purchased the property at 1721 North Front Street. This move into the City was predicated on expansion and future growth. The Simons Company is in the business of selling insurance and financial services to small business owners and individuals. They provide in-depth and personalized financial management.

Wireless Infotech LLC: Wireless Infotech LLC designs and implements applications for emerging wireless communication technologies. The company's expertise extends to wireless voice, data and internet applications, and the company aggressively seeks out opportunities to partner with other companies in the communications and internet arenas. The company was founded in 2001 and originally located in a suburban office park in Dauphin County. In 2002, the City provided the company a low-interest loan to assist in its expansion and relocation into a formerly vacant historically certified office building on South Second Street in Downtown Harrisburg.

IV. ENTERPRISE DEVELOPMENT AREA

A. NEW BALDWIN CORRIDOR ENTERPRISE ZONE

NEW BALDWIN CORRIDOR ENTERPRISE ZONE

The New Baldwin Corridor Enterprise Zone is a State-designated Enterprise Zone in which financing and tax incentives are directed primarily to promote industrial development. The Zone includes Cameron Street/PA Route 230 industrial corridor in the City of Harrisburg and portions of eight municipalities south along the Susquehanna River within the inner urbanized Harrisburg metropolitan area. These communities include the boroughs of Steelton, Highspire, Middletown and Royaltown, as well as Swatara and Lower Swatara Townships. Additionally, in 1996 the Pennsylvania Department of Community and Economic Development approved our request to expand the boundaries of the Zone further to include Capital City Airport just across the river in northern York County.

State tax credits, grants and low interest loans are available to eligible businesses to locate and expand in the Enterprise Zone. Funding programs through the Commonwealth of Pennsylvania are prioritized within Enterprise Zones at the lowest possible interest rates allowed by law. Programs include: PIDA (PA Industrial Development Authority), MELF (Machinery and Equipment Loan Fund), CJT (Customized Job Training), ISRP (Industrial Site Reuse Program), SBF (Small Business First) and Job Creation Tax Credits (JCTC).

During the latter portion of 1995 the Harrisburg portion of the New Baldwin Corridor Enterprise Zone was designated a Federal Enterprise Community. With this new Federal designation, portions of the City of Harrisburg are eligible for another layer of incentives and benefits that will further stimulate business growth.

B. FEDERAL ENTERPRISE COMMUNITY

FEDERAL ENTERPRISE COMMUNITY

Economic development, sustainable growth, community-based partnerships and a strategic vision for change: these are the four key principles which embody the framework of the Federal Enterprise Community (EC) Program. One of the greatest benefits of being designated a Federal Enterprise Community (EC) is that now we have an additional layer of incentives aimed at stimulating more economic development for portions of the City that need it the most. In addition to the awarding of 2.95 million dollars in EC Social Service Block Grant Funds, the Department of Health and Human Services is providing technical assistance, special consideration in discretionary grant programs and other types of support to aid the further development and implementation of our strategic plan.

One of the newest programs of the Federal Government's EC Program is the Work Opportunity Tax Credit (WOTC) Program which became law on October 1, 1996. It is intended to be an incentive for employers to hire and retain individuals who have special needs. WOTC entitles employers up to \$2,100 which is generally 35% of the initial \$6,000 of wages earned in the employee's first year of employment.

Individuals who may qualify are listed:

- at risk youth (18-24 year old residents of EC)
- qualified "summer youth"
- food stamp recipients (18-24)
- veterans (qualified)
- vocational rehabilitation referrals
- AFDC/Welfare recipients
- disadvantaged ex-felons

Companies most likely to benefit from the WOTC are labor intensive and hire entry level employees. These include not only manufacturers, but also banks and insurance companies.

In order to obtain sustainable growth and create economic opportunity, residents of the EC must be included in the equation, as well as participate in the planning process of the strategic vision for change.

V. BUSINESS DEVELOPMENT ACTIVITY

A. CERTIFICATIONS/RECERTIFICATIONS

CERTIFICATIONS

During 2002, there were six (6) new businesses certified through MOED's Division of Minority and Women-Owned Business:

1. R. B. McClure Enterprises
2. Vision Contract Flooring, Incorporated
3. Anderson's Janitorial Services, Incorporated
4. G & G USA Consulting, Incorporated
5. Landon Electrical Services
6. Penn State Fixtures, Incorporated

RECERTIFICATIONS

During 2002, there were eighty-four (84) businesses recertified through MOED's Division of Minority and Women-Owned:

1. Northern States Conservation Center
2. ePhase, Incorporated
3. Marroquin, Incorporated
4. Nadel Industrial Supply, Incorporated
5. Carmen's Janitorial
6. John Snipes Hauling & Demolition
7. Whale Publishing
8. Fitzgerald Engineering
9. Lawson Demolition & Hauling Company
10. Allegheny Fabricating & Supplies, Incorporated
11. Kee-ta Quay Construction, LLC
12. Washington & Dowling Contractors, Incorporated
13. L. Myers Associates
14. Diana T. Myers and Associates
15. Dawood Engineering, Incorporated
16. Synterra, Ltd.
17. Cray Associates, Incorporated
18. American Indian Builders and Suppliers, Incorporated
19. Chance Trucking
20. Samuel T. Cooper, Esq.
21. John J. Clark & Associates
22. Innovative Computer Concepts & Services, Incorporated
23. Classic Spray
24. Don Shepherd's Driving School
25. Stuart & LeFever Architects, Incorporated
26. Don Todd Associates, Incorporated
27. JAM Electrical Systems, Incorporated
28. AA Mechanical & General Construction Company, Incorporated
29. I & S Supply Company, Incorporated
30. Steelton Electrical Contractors, Incorporated
31. Eagle Steel, Incorporated
32. Monarch Painting Systems, Incorporated
33. Mark Handon Diving Services, Incorporated
34. Environmental Services & Technologies, Incorporated (ESTI)
35. Apple Electric
36. Lenore H. Cameron, Esq.

37. The Rudisill Group, Incorporated d/b/a Marketing Works
38. Powell-Harpstead, Incorporated
39. Powell Steel Corporation
40. Kohli and Associates, Incorporated
41. G. M. Farmer, Incorporated
42. Exico, Incorporated
43. Sheladia Associates, Incorporated
44. Contract Coatings, Incorporated
45. Omega World Travel
46. Dasher, Incorporated
47. Clearwater Services
48. Chilton Engineering, Incorporated
49. Riley Janitorial, Incorporated
50. The Art I Do
51. K & B Summers, Incorporated
52. Cookies Cakes
53. First Capital Insulation, Incorporated
54. Spectra Engineering, Incorporated
55. Professional Assessment Services
56. Jackson Enterprises
57. A. P. Plumbing & Heating
58. Cohen Associates Architects
59. Navarro & Wright Consulting Engineers, Incorporated
60. Carl Richardson "Painting Master"
61. USA Environmental Management, Incorporated
62. Multani Associates, Incorporated
63. Computer Services Vision 2000, Incorporated
64. Chesapeake Abstract Company
65. Dr. Roof Roofing Company
66. Swifteagle Enterprises, Incorporated
67. Hofman Safety & Industrial Hygiene Consulting, Incorporated
68. Jones Masonry Restoration Corporation
69. Harrisburg Sharpening Service
70. M.F.P. Fire Protection Company, Incorporated
71. D-J Subway
72. Essential Electric Supply Company
73. Laukemann Recycling
74. Williams Landscaping of Oberlin
75. R. B. McClure Enterprises
76. Vision Contract Flooring, Incorporated
77. Professional Inspection & Testing Services, Incorporated
78. Langley Traffic Services, Incorporated
79. Alternatives in Health Care Management, Incorporated
80. 3SIS, Incorporated t/d/b/a Geiger & Loria Reporting Service
81. Potts Electrical Contractor
82. Pascual Navarro, Incorporated
83. Diamond State Recovery Services, Incorporated
84. Raudenbush Engineering, Incorporated

B. PROCUREMENT

PROCUREMENT

Procurement services and efforts offered to Minority Business Enterprises (MBEs) and Women Business Enterprises (WBEs) were performed in a typically diligent manner. However, the catastrophic events of September 11, 2001, and subsequent Declaration of the War on Terrorism impacted significantly on the buying/selling of goods and services on a local, state, national and international basis. Special attention was constantly given to identify acceptable areas of procurement opportunities that clients could consider for contract purposes.

While in previous years, there were abundant areas of procurement opportunities for MBE, WBE, DBE, and other small businesses, the year 2002 saw a sharp decline. The bulk of this decline occurred in major new construction projects, while the areas of rehabilitation and service-related procurement opportunities remained consistent with previous years.

The War on Terrorism and the new Department of Homeland Security created an enormous need for defense-related procurement, i.e., clothing, patches, boots, tents, equipment, communication, electronics, health-related items, protective gear, and specialized consulting. Security and security-related items were a separate and extremely high area of procurement. Very few MBE/WBE firms from MOED's client base were able to bid the various noted categories.

The Harrisburg International Airport Construction Project, under the auspices of the Susquehanna Area Regional Airport Authority (SARAA), is well underway. Late in 2001, MOED staff began to prepare its certified client base for the Federal requirements to bid transportation projects as a prime/general contractor, and as a sub-contractor. Federal requirements state both contractor areas require Disadvantaged Business Enterprise (DBE) certification. In addition, prime/general contractors must also be approved under a separate, pre-qualification certification.

PROCUREMENT (Cont'd)

MOED staff advised clients to pursue and become informed concerning both the pre-qualification certification and the DBE certification. Subsequently, clients were advised that pre-certification is handled by SARAA and URS/Reynolds Construction Company, and DBE certification is handled by various Pennsylvania agencies. MOED initially referred the following Pennsylvania DBE certification agencies to its clients: 1) PA Department of Transportation, 2) PA Department of General Services, 3) City of Philadelphia, and 4) Allegheny County - Pittsburgh. There are now two additional Pennsylvania DBE certification agencies: 5) Southeastern Pennsylvania Transportation Authority (SEPTA), and 6) Allegheny County Port Authority.

MOED staff took additional measures to secure, as a courtesy, the voluminous documents, manuals, plans, specifications and addenda items for all HIA contracts that are open for bid during the Construction process. This was done for the convenience of MOED certified clients. As a plan holder, all phases of the various contracts are available for examination at the Mayor's Office of Economic Development. Additionally, with access to full HIA project descriptions for the various contracts open for bid, MOED staff is able to include the HIA information in the weekly construction newsletter to certified MBE/WBE firms.

On the referral of SARAA and URS/Reynolds Construction Company, as a plan holder MOED has received and complied to requests for plan/document examination by other small businesses in the region.

Finally, MOED clients who pursued and were successful in obtaining the DBE certification are expected to receive a percentage of Harrisburg International Airport sub-contracts to be awarded in Year 2003.

The table on the following page shows the dominant referrals, and the total dollar amount for contracts in the Year 2002.

YEAR 2002 CONTRACT REFERRALS

<u>NAME</u>	<u>REFERRALS</u>	<u>CONTRACT AMOUNT</u>
PA Schools (Miscellaneous)	49	\$43,821,191.00
Military Affairs	30	\$ 3,575,297.00
PA Dept. of General Services	35	\$28,792,610.00
Correctional Industries	5	\$ 302,654.00
Universities	20	\$ 2,913,721.00
PennDOT	12	\$ 255,690.00
Miscellaneous (Boroughs, Townships, Harrisburg Parking Authority, Department of Welfare, Treasury, Fish & Game Commission, City of Harrisburg and Private)	55	<u>\$14,362,986.00</u>
		TOTAL \$94,024,149.00

C. BUSINESS START-UP/DEVELOPMENT ASSISTANCE

BUSINESS START-UP/DEVELOPMENT ASSISTANCE

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Larry Mitchell	Harrisburg	Environmental Business
Dalton Jenkins	Harrisburg	Carpentry Certification
Craig Richardson	Harrisburg	Property Identification
Karen Chronister	Wrightsville	Certification Information
URS/Turner Reynolds Con. Co.	Harrisburg	MBE/WBE Participation
Washington & Dowling	York	Sub-contractor Information
Martin Brightbill	Harrisburg	Loan Information
Jerod Miffin	Philadelphia	Corporation Information
Elsa Baig	Harrisburg	Property Assistance
Ron Rohde'	Harrisburg	Business Assistance
Whiting-Turner Con. Company	Harrisburg	MBE/WBE Participation
Alexander Constructors	Harrisburg	MBE/WBE Participation
Fern Smathers	Meadville	Certification Information
Esther Jackson	Hummelstown	Grants/School of Dance
Bill Gretton, HSD	Harrisburg	Bid Proposal Notices
Marie Rebueck	Harrisburg	Dauphin County Bid Notices
Janet Willis	Harrisburg	Site Information/Bakery

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Bink Partnership, Inc.	Harrisburg	MBE/WBE Participation
Keith Gilreath	Harrisburg	Business Start-up
Larry Spitz (Just Cabinets)	Harrisburg	Procurement Information
Charles Brunner	Harrisburg	Loan Closing
Crabtree Rohrbaugh	Harrisburg	Client Information
Community First Fund	Harrisburg	Client Information
Dixon University Center	Harrisburg	Client Information
Terri Green	Harrisburg	Assistance Beauty Shop
Adam Elliott	Oberlin	Business Assistance
Addie Robbins	Harrisburg	Under 21 Club Information
Darrell Yarbrough	Scranton	Business Assistance
Jose & Mrs. Gonzelz	Harrisburg	Ceramics Shop Information
Carolyn Johnson	Harrisburg	Business Assistance
Marion Scott	Philadelphia	Assistance/Procurement
Rick Alston	Philadelphia	Janitorial Co. Certification
Holly Sykes	Mechanicsburg	Certification Information
James Gramley	Harrisburg	Grams Welding Co. Info
Stephen Williams	Oberlin	Business Assistance
Richardo McClure	Harrisburg	Certification Assistance
Troy Geary	Harrisburg	Certification Assistance
Mike Patterson	Harrisburg	Directory for Whitaker Ctr
Austin Parsons	Harrisburg	Business Assistance

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Kenneth Jones	Milton	Rehabilitation of Properties
Naim Watkins	Harrisburg	Business Assistance
Howard DeTraglia	Mechanicsburg	MBE/WBE Sub-contractors
Michael Sadler	Camp Hill	Business Assistance
Martin Schoffstall	Harrisburg	Information/Assistance
Henry Shropshire	Charlotte, NC	Harrisburg Restaurant Info
Ben Bamford, Stoltzfus Co.	Lancaster	MBE/WBE Participation
Anthony Cannon	Harrisburg	Business Assistance
Rev. Andrew Bradley	Cross Gates	Property Information
Sam Muse	Harrisburg	Auto Detailing Business
Susan Waska	Harrisburg	CIR Listings
Anna Stauffer	Millersville	MBE/WBE Participation
Lobar, Inc.	Dillsburg	MBE/WBE Participation
Harry Long	Harrisburg	Start-Up/Business Assistance
Rodney Turner	Youngstown, OH	Business Assistance
Dean Carter	Harrisburg	Business Assistance
Emily Hoffman	Mechanicsburg	Invoice Assistance
Kim Lung	Harrisburg	Start-up/Travel Bureau
Charles McGee	Harrisburg	Certification/City Bidder's List
Leonard Middleton	Harrisburg	New Freedom Church Info
Ann Miller	Harrisburg	Greyco/Rivers Edge Listings
Lovelle Mohammed	Harrisburg	Start-up/Security Firm

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Quandel Group	Harrisburg	MBE/WBE Participation
James McKamey	Harrisburg	Business Assistance
Theresa Zalapa	West Pittston	MOED News
Jeffrey Weaser	Harrisburg	YWCA MBE/WBE Info
Betty Moses	Harrisburg	Start-up/Business Assistance
Richard A. Bailey, II	Steelton	Advertising Assistance
Don Todd Associates	Cherry Hill, NJ	Certification
Raz Sugarwala	Lancaster	Penn State Fixtures
Carl Richardson	Harrisburg	Lead Paint Requirements
RPM Supply Company	Philadelphia	Business Information
Lita Roberts	Harrisburg	Start-up Assistance
Kenneth Hughes	Harrisburg	Auto Repair Shop
Dana Demore'	Harrisburg	Personal Chef Catering
Christine Campbell	Harrisburg	HHa Bid Notices
Fonda Rogers	Harrisburg	Start-up/Flower Shop
Suquan Boyd	Harrisburg	Plumber Assistant Info
Annette Wright	Frazer	Misc. Contract Information
KePro Company	Harrisburg	Vendor Directory
Naquette Burwell	Harrisburg	Info/Beauty Supply Store
Charles William	Philadelphia	Info for City of Philadelphia
Elaine Burns	Harrisburg	Info for Community Action
P. William Maxwell	Harrisburg	Property Mgt/Assistance Co.

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Carmello Claudio	Lemoyne	Second Business Location
Darryl R. Brown, Sr.	Harrisburg	Loan Information
Coby Jelks	Lancaster	Information/Beauty Shop
Christine Sikorski	Washington, DC	Certification Information
Jim Hulbert	Sparks, MD	MBE/WBE Sub-Contractors
David Lausch	Ephrata	MBE/WBE Sub-Contractors
Marian Applegate	Langhorne	WBE Certification
Keith Edmonds	Harrisburg	Start-up/Beauty Shop
Doug Smith	Harrisburg	After Market Auto Parts Co.
Jose' Esposa	Harrisburg	Mobile Lube Start-up
Luz Salcedo	Harrisburg	Bidding Information
Anita Williams	Harrisburg	Business Assistance
Anthony Gibson	Steelton	Business Assistance
Louise Lahr	Harrisburg	HVAC Certification
Jackie Swann	Harrisburg	Bid Information
Wohlsen Construction Co.	Lancaster	MBE/WBE Participation
Millersville University	Millersville	MBE/WBE Participation
Soni Baskerville	Harrisburg	Business Opportunities
Onafowara & Associates	Harrisburg	Certification Information
Murphy & Dittenhafer	York	Bid Notice Information
Rosemary Grant	Lemoyne	Certification Information
Jose' Hernandez	Harrisburg	Certification Assistance

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Karen Balaban, Esq.	Harrisburg	Rehab Services for Property
J. R. Anderson	Harrisburg	Business Assistance
L. R. Costanzo Company	Harrisburg	MBE/WBE Participation
Robert & Charles Wilkerson	Harrisburg	Property Development
Shippensburg University	Shippensburg	MBE/WBE Participation
Basco Associates/Buchart Horn	York	MBE/WBE Participation
Bair's Chicken of Kline Village	Harrisburg	Business Assistance
Brice Bennett	Steelton	Business Assistance
Andrea Jackson	Philadelphia	Collection Agency Assistance
Denise Dunlap	Harrisburg	Day Care Center Information
Sally Snyder	Philadelphia	National Park Bid Notice
Cam Fitzgerald	Harrisburg	Invoice Assistance
Pamela Cook	Harrisburg	Start-up Information
Sharon Dobson	Baltimore, MD	Certification Removal
A. P. Williams Company	Harrisburg	MBE/WBE Participation
Westley Union Dev. Corp.	Harrisburg	MBE/WBE Participation
Kassa Kevege	Gettysburg, MD	Business Assistance
U S Postal Service	Harrisburg	MBE/WBE Event Notice
James Austin	Harrisburg	Assistance/Certification
M. A. Bongiovonni, Inc.	Syracuse, NY	MBE/WBE Participation
Lota Brown	Harrisburg	Grant Information
Butch Smith	Harrisburg	Ki-Ja Entertainment Info

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Pam Alvery	Harrisburg	Coffee Shop/Health Store
Avi Behari	Harrisburg	Available Property/Lease
Karen Lawson	Harrisburg	Start-up/Home Day Care
TET Janitorial Service Co.	Harrisburg	Certification Assistance
James Fletcher	Harrisburg	Start-up/Rehab Assistance
Perry Heath	Harrisburg	Certification/Landon Elec. Co.
Carolyn Johnson	Harrisburg	Que-Nique Document Info.
Linda Mansfield	Harrisburg	Nat'l. Civil Rights Committee
John J Clark & Associates	Pittsburgh	Update/Firm's Services
David Johnson	Lancaster	Floor Medix Certification
Wallace Butler	Harrisburg	Certification Information
Maryann VanArsdale	Harrisburg	Information/Assistance
Kelly Pitts	Abington	Start-up/Business Assistance
Lenore Cameron, Esq.	Harrisburg	Business Assistance
Doug Hoffman	Harrisburg	Business Information
Ray George	Harrisburg	Certification Information
Bob Murray	Harrisburg	Insurance on the Internet
Clarence Mackey	Harrisburg	Home Improvement Business
John Larison, Esq.	Yardley	Certification Info for Client
Anquel Vega	Harrisburg	Info/Property Rehabilitation
Lynwood Jackson	Lancaster	Business Information
Bart Hazim	Harrisburg	Chicken Restaurant

<u>NAME</u>	<u>LOCATION</u>	<u>NATURE OF BUSINESS</u>
Gary Kosier	Harrisburg	Start-up/Information
Tom Peplinski	Harrisburg	Keystone Contracting Info.
Roland Ruiz	Harrisburg	Start-up/Rehab Company
John Scales, Jr.	Harrisburg	Fiber Optics/Security Info.
Ted Jackson	Harrisburg	MBE/WBE Info for PHFA

D. MERCANTILE NEW ACCOUNTS

JANUARY 2002

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
MTS Speciality Installations	1515 North Cameron Street Harrisburg, PA 17103	Contractor
Mid Penn Radiation Oncology	2601 North Third Street Harrisburg, PA 17110	Medical Services
Holston & Crisci	200 North Third Street Harrisburg, PA 17101	Legal Services
John R. Eckert	1033-37 Maclay Street Harrisburg, PA 17103	Parking Lot
Pennsylvania Horse Racing Assn.	317 North Front Street Harrisburg, PA 17101	Service
R.D. Stevens Consulting	1301 North Sixth Street Harrisburg, PA 17102	Income Tax
U-Neekly Yours	1319 South 18 th Street Harrisburg, PA 17104	Service
Nails Open	2241 Berryhill Street Harrisburg, PA 17104	Service
J-Card Investigation	510 Curtin Street Harrisburg, PA 17110	Service
Sinumbra.Com	434 Boas Street Harrisburg, PA 17102	Sales

FEBRUARY 2002

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Salzmann, DePaulis, Fishman & Morgenthal	105 North Front Street Harrisburg, PA 17101	Legal Services
Mobile Communications	232 Strawberry Square Harrisburg, PA 17101	Sales & Service
Geary Cleaning Service	1405 North 15 th Street Harrisburg, PA 17102	Janitorial Service
GCS - George Courier	611-A South 17 th Street Harrisburg, PA 17104	Service
Phenom Clothing	2348 Kensington Street Harrisburg, PA 17104	Clothing Sales
Twenty-Ninth Street Laundry	526 South 29 th Street Harrisburg, PA 17104	Cleaner/Laundromat
Key-Net Alliance	25 North Front Street Harrisburg, PA 17101	Service
All About The Kids	2 Kline Village Harrisburg, PA 17104	Clothing Sales
Anthony N. Thomas	3111 North Front Street Harrisburg, PA 17110	Legal Services
J & W Ceramic & Supplies	2314 Derry Street Harrisburg, PA 17104	Sales
Advanced Process Service	3111 North Front Street Harrisburg, PA 17110	Service
James McFarland	2629 Reel Street Harrisburg, PA 17110	Clothing Sales
Brooklyn Fashion	1337-39 Derry Street Harrisburg, PA 17104	Clothing Sales

Wallace Home Improvement

536 South 16th Street
Harrisburg, PA 17103

Contractor

Access Capital

33 North Second Street
Harrisburg, PA 17101

Service

MARCH 2002

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
JHH Consulting	2929 North Sixth Street Harrisburg, PA 17110	Consulting
Penn Future	212 Locust Street Harrisburg, PA 17101	Service
F. X. O'Brien Associates	411 Walnut Street Harrisburg, PA 17101	Service
Kennedy P.C.	1607 North Second Street Harrisburg, PA 17102	Legal Services
J's Collectibles-N-G	99 North 17 th Street Harrisburg, PA 17104	Sales
Long Riders, Inc.	1223 North Cameron Street Harrisburg, PA 17103	Publications
Reggie Rolz Right	16 th & Derry Streets Harrisburg, PA 17104	Vendors
Neriverbanac Publications	300 North Second Street Harrisburg, PA 17101	Public Relations
Penny Pincher Variety	1940 Derry Street Harrisburg, PA 17104	Sales
Mex Vendor	1504 Market Street Harrisburg, PA 17103	Hot Dog Cart
Excellence - Subs & Soul Food	301 Maclay Street Harrisburg, PA 17102	Restaurant
Cheap Cleanin'	2215 Susquehanna Street Harrisburg, PA 17110	Auto Cleaning
The Glory of a Woman	1914 Chestnut Street Harrisburg, PA 17104	Beauty Shop

Roro, Incorporated T/A \$29.99 Tennis Shoes	1104 Herr Street Harrisburg, PA 17103	Sales
We Can Do Enterprise	1325 Berryhill Street Harrisburg, PA 17104	Service
Paul Ranson, Jr.	205 Kelker Street Harrisburg, PA 17102	Sales
Gloriland	262 Forster Street Harrisburg, PA 17102	Sales
Germany Cleaning Service	2309 Green Street Harrisburg, PA 17110	Janitorial Service
Jenkins Custom Woodwork	1706 State Street Harrisburg, PA 17103	Contractor
Christopher S. Lucas	115 Pine Street Harrisburg, PA 17101	Legal Service
Johan's Unisex Salon	140-A South 13 th Street Harrisburg, PA 17104	Barber Shop

APRIL 2002

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Preston-Scarlato Summer Fun	10 South Cameron Street Harrisburg, PA 17101	Service
Jr. River, L.P.	611 North Front Street Harrisburg, PA 17101	Residential Rental
Two Sixty Five Boas	265 Boas Street Harrisburg, PA 17102	Residential Rental
Wolf Block Government Relations, L.P.	212 Locust Street Harrisburg, PA 17101	Lobbyists
Evergreen Senior Advisors	711 North Second Street Harrisburg, PA 17102	Financial Service
Protel Industries, Inc.	1900 Julia Street Harrisburg, PA 17103	Sales
Law Offices of Marvin Beshore	130 State Street Harrisburg, PA 17101	Legal Services
Parkside Fashions	1726 Walnut Street Harrisburg, PA 17103	Clothing Sales
Wright, Edward	1206 North Third Street Harrisburg, PA 17102	Vendors
Dragonfly Club	234 North Second Street Harrisburg, PA 17101	Bar
Doggiestyle	913 North Second Street Harrisburg, PA 17102	Sales
PFM Asset Management	1 Keystone Plaza Harrisburg, PA 17101	Investment Advisors
L & L Restorations & Realty Services	207 South 20 th Street Harrisburg, PA 17104	Contractor

M & M Home Improvements	220 South 20 th Street Harrisburg, PA 17104	Contractor
Seventh Level	1301 North Cameron Street Harrisburg, PA 17103	Sales
Donald, Joseph	912 Grand Street Harrisburg, PA 17102	Sales

MAY 2002

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Joshua Group	1442 Market Street Harrisburg, PA 17103	Counseling
Archer, Thomas A.	2654 North Second Street Harrisburg, PA 17110	Legal Services
Aldus Advertising & Design	200 North Third Street Harrisburg, PA 17101	Advertising
Williams Cleaning Service	500 Curtin Street Harrisburg, PA 17110	Janitorial Services
Affordable Insurance	2037 North Second Street Harrisburg, PA 17102	Insurance
PA Latino Business & Professional Associates	415 Market Street Harrisburg, PA 17101	Service
Quilie Zeigler Note Appraisals	1919 Regina Street Harrisburg, PA 17103	Appraisals
Lee's Bar-B-Q	1233 North Third Street Harrisburg, PA 17102	Market Vendor
L L & A Gift & Novel Shop	734 South 27 th Street Harrisburg, PA 17111	Vendors
Harvey's Hollywood C.	270 Strawberry Square Harrisburg, PA 17101	Restaurant
Salameh, Abdul	32 North 17 th Street Harrisburg, PA 17103	Hot Dog Cart
Lee Beauty	1926 Market Street Harrisburg, PA 17103	Barber Shop
AJ Wright #155	20 Kline Village Harrisburg, PA 17104	Clothing Sales

Penn Central Taxi	1225 Thompson Street Harrisburg, PA 17104	Taxi Cab
L A Barr	1146 ½ Derry Street Harrisburg, PA 17104	Service
Exclusively Michele	1719-A Walnut Street Harrisburg, PA 17103	Beauty Shop
Toriano's Vending Company	2017 North Sixth Street Harrisburg, PA 17102	Sales
Harris Bros. Home Improvement	19 South 15 th Street Harrisburg, PA 17104	Construction Management
Green Nguyen International	1233 North Third Street Harrisburg, PA 17102	Sales
Khazri, Faouzi	115 Reily Street Harrisburg, PA 17102	Hot Dog Cart

JUNE 2002

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
African American Chamber of Commerce	1735 State Street Harrisburg, PA 17103	Service
Visionary Investment	300 North Second Street Harrisburg, PA 17101	Consulting
Rent Rite, Inc.	7 Kline Village Harrisburg, PA 17104	Sales & Service
The Sound Booth	1441 Derry Street Harrisburg, PA 17104	Sales
I S D I Institute of Self Defense	201 Strawberry Square Harrisburg, PA 17101	Service
Scott's Auto Service	1737-39 North 5 th Street Harrisburg, PA 17102	Auto Repairs
J & M Hearn	2107 Market Street Harrisburg, PA 17103	Contractor
ARCO Management Corp.	2018 North 5 th Street Harrisburg, PA 17102	Management Services
Watson, R B	1642 North 6 th Street Harrisburg, PA 17102	Vendors
J.L.H. Contracting	2452 Adrian Street Harrisburg, PA 17104	Contractor
Abdeslam, Bouhmam	1233 North Third Street Harrisburg, PA 17102	Vendors
Bus Stop Here	1233 North Third Street Harrisburg, PA 17102	Vendors

JULY 2002

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Triad Strategies, LL	240 North Third Street Harrisburg, PA 17101	Consulting
Burden Lifter Assist Care Home	1830 Chestnut Street Harrisburg, PA 17104	Service
Just Cause	402 North Second Street Harrisburg, PA 17102	Clothing Sales
Wilson, Donald	2107 North 6 th Street Harrisburg, PA 17110	Vendors
Richardson's Retail Wholesale	2721 Lexington Street Harrisburg, PA 17110	Vendors
Davan, Inc.	1501 Allison Street Harrisburg, PA 17104	Contractor
Youssef Hot Dog Cart	267 Briggs Street Harrisburg, PA 17102	Hot Dog Cart
Second Street Pizza	224 North Second Street Harrisburg, PA 17101	Restaurant
Angelo Rodriguez Janitorial	136 Sylvan Terrace Harrisburg, PA 17104	Janitorial Services
Twenty-Two	22 North Second Street Harrisburg, PA 17101	Sales
Lunch Express	601 South 23 rd Street Harrisburg, PA 17104	Lunch Truck
Uphill Dezigns	977 South 21 st Street Harrisburg, PA 17104	Sales
Penn. Beauty & Mart	1106 Herr Street Harrisburg, PA 17103	Sales

AUGUST 2002

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
R & J Sales	1618-22 North 7 th Street Harrisburg, PA 17102	Sales
New York Fried Chicken	1314 Market Street Harrisburg, PA 17103	Restaurant
Jones Tri State Reno	633 Kelker Street Harrisburg, PA 17102	Contractor
Lone Star Mortgage	558 South 24 th Street Harrisburg, PA 17104	Brokers
Jose Rodriquez	224 Hummel Street Harrisburg, PA 17104	Towing
Climbnasium, Inc.	1 City Island Harrisburg, PA 17101	Amusement
Good Earth Cleaning	1303 Green Street Harrisburg, PA 17102	Janitorial Service
Nat Green	2527 North Sixth Street Harrisburg, PA 17110	Auto Repairs
Focus Cleaning	1325 South 12 th Street Harrisburg, PA 17104	Janitorial Service
Harrisburg Property	11 North Third Street Harrisburg, PA 17101	Service
Jay's Auto Rims	1819-C Paxton Street Harrisburg, PA 17104	Sales
Abom & Kutulakis, LLP	106 Walnut Street Harrisburg, PA 17101	Legal Services
Edna's Care Enterprises	1426 South 14 th Street Harrisburg, PA 17104	Service

Noma

20 North Second Street
Harrisburg, PA 17101

Bar

Sacred Staffing Service

2122 North 4th Street
Harrisburg, PA 17110

Employment Agency

SEPTEMBER 2002

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Frederick D. Giles	500 North Third Street Harrisburg, PA 17101	Legal Services
Adam's Hair Braiding	1236 Market Street Harrisburg, PA 17103	Service
Kelly Hoffman Goduto	300 North Second Street Harrisburg, PA 17101	Legal Services
Heritage Financial	2837 North Front Street Harrisburg, PA 17110	Financial Services
Insatiable Scents	2619 North 4 th Street Harrisburg, PA 17110	Sales
Fred's Restoration	509 Seneca Street Harrisburg, PA 17110	Contractor
Healing Arts Studio	220 North Second Street Harrisburg, PA 17101	Service
McBride Personal Care	1909 North 4 th Street Harrisburg, PA 17102	Service
Anderson's Janitorial Services	2531 Barkley Lane Harrisburg, PA 17104	Janitorial Service
Negron Tiling Company	918 Grand Street Harrisburg, PA 17102	Contractor
Dollar Dreams, LLC	1303 Market Street Harrisburg, PA 17104	Sales
B.R.I.K. Entertainment	1501 Derry Street Harrisburg, PA 17104	Sales
Capital Unlimited	2245 Green Street Harrisburg, PA 17110	Contractor

Piada Special Service	1501 North Front Street Harrisburg, PA 17102	Service
Camco	502 North Third Street Harrisburg, PA 17101	Maintenance
Bennett Land Development	1913 Bellevue Road Harrisburg, PA 17104	Comm/Residential Rentals

OCTOBER 2002

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Chiavetta Consulting	800 North Third Street Harrisburg, PA 17102	Consulting
Dettore Associates	500 North Third Street Harrisburg, PA 17101	Consulting
Third Street Used Furniture	1918 North Third Street Harrisburg, PA 17102	Used Items
PA Legislative Services	614 North Third Street Harrisburg, PA 17101	Service
Transfer Technology	423 Walnut Street Harrisburg, PA 17105	Consulting
The Elegant Lady	6 South 20 th Street Harrisburg, PA 17104	Sales
Heaven Scent Cleaning	736 South 29 th Street Harrisburg, PA 17111	Service
JPOD Maintenance	2240 North 4 th Street Harrisburg, PA 17110	Maintenance
PA Fed. Of Sportsmen	2426 North Second Street Harrisburg, PA 17110	Association
Pamela A. Alvey	238 Hamilton Street Harrisburg, PA 17102	Sales & Service
Auckland's Place	138 South 17 th Street Harrisburg, PA 17104	Restaurant
Anna J. Hope	2819 North Second Street Harrisburg, PA 17110	Music Services
Basco Associates, PC	112 Market Street Harrisburg, PA 17101	Architect

Atomic Warehouse	1021-23 Market Street Harrisburg, PA 17101	Antiques
L & B Rentals	615 South Front Street Harrisburg, PA 17104	Residential Rentals
Angetelli Rental Company	628 Peffer Street Harrisburg, PA 17102	Contractor
Cumberland Corner Appraisers	1122 North Second Street Harrisburg, PA 17102	Residential Rentals
Chatty's Cleaning Service	2134 North 4 th Street Harrisburg, PA 17110	Service
One Wireless World	303 Walnut Street Harrisburg, PA 17101	Sales
Fishers Deli	1233 North Third Street Harrisburg, PA 17102	Market Vendor
Willig, Williams & Davidson	212 Locust Street Harrisburg, PA 17101	Legal Services
Walters Appraisal Services, Inc.	229 State Street Harrisburg, PA 17101	Appraisals

NOVEMBER 2002

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Keystone Restaurant	400 North Street Harrisburg, PA 17101	Restaurant
International Door	340 Verbeke Street Harrisburg, PA 17102	Contractor
Scrooge & Marley, Ltd.	2510 North Second Street Harrisburg, PA 17110	Sales & Service
Wanda A. Willis	351 Chestnut Street Harrisburg, PA 17101	Consulting
Barbara Hollowell	351 Chestnut Street Harrisburg, PA 17101	Consulting
Robinson Kelly Strat Communications	300 North Second Street Harrisburg, PA 17101	Public Relations
The Wiley Group	500 North Third Street Harrisburg, PA 17101	Legal Services
Adrian M. Dean	351 Chestnut Street Harrisburg, PA 17101	Consulting
Weber Gallagher Simpson	800 North Third Street Harrisburg, PA 17102	Legal Services
Lancaster Cheese Company	1233 North Third Street Harrisburg, PA 17102	Grocery Sales
J's Home Remodeling	229 Emerald Street Harrisburg, PA 17110	Contractor
Self Storage	2610 Brookwood Street Harrisburg, PA 17104	Storage
Kathry Perez-Waters	2354 North Sixth Street Harrisburg, PA 17110	Legal Services

Anderson Lawn Care	1000 North 17 th Street Harrisburg, PA 17103	Landscaping
Lehman Construction	3240 Green Street Harrisburg, PA 17110	Contractor
Angel's Variety	135 Evergreen Street Harrisburg, PA 17104	Sales

DECEMBER 2002

<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF BUSINESS</u>
Central PA Endocrinology	205 South Front Street Harrisburg, PA 17104	Medical Services
Park Street Storage	1710 Park Street Harrisburg, PA 17103	Storage
Keystone Cab Service	1618 North 7 th Street Harrisburg, PA 17101	Taxi Cab
Choch "Keys"	300 Market Street Harrisburg, PA 17101	Sales
Fuller Graphics	825 South 26 th Street Harrisburg, PA 17111	Service
Moreno Jewelry Repair	1331 North 14 th Street Harrisburg, PA 17103	Jewelry
Delectable Juices & Pastries	1233 North Third Street Harrisburg, PA 17102	Restaurant
Brenner/Ashley's Fun Warehouse	2453 North 7 th Street Harrisburg, PA 17110	Warehouse
Quantum Communication, Ltd.	224 Pine Street Harrisburg, PA 17101	Communications
Flexcheck Cash Advance	2923 North 7 th Street Harrisburg, PA 17110	Service
Flexcheck Cash Advance	101 South 25 th Street Harrisburg, PA 17104	Service
Laguna Reyes Maloney	1119 North Front Street Harrisburg, PA 17102	Legal Services
Tridon Services, Inc.	2001 North Front Street Harrisburg, PA 17102	Janitor Services

Jump Street	123 Forster Street Harrisburg, PA 17102	Service
Village Bingo	101 South 25 th Street Harrisburg, PA 17104	Bingo
Accenture, LLP	200 North Third Street Harrisburg, PA 17101	Consulting
Hbg Self Storage, LP	101 South 25 th Street Harrisburg, PA 17104	Storage

VI. OFFICE LIAISON ACTIVITIES

OFFICE LIAISON ACTIVITIES

The Mayor's Office of Economic Development staff continue their involvement with area organizations that engage in economic development activities. Improving the business climate of the City of Harrisburg as well as the Harrisburg area is the primary focus of the various organizations. In 2000 the Mayor's Office of Economic Development staff made significant contributions to the following organizations:

1. Capital Region Lender Coalition
2. Capital Area Minority Development Corporation
3. Harrisburg Enterprise Development Corporation (HEDCO)
4. International Business & Education Program - Harrisburg Area Community College
5. New Baldwin Corridor Coalition
6. Harrisburg High School - School of Business and Industry (SBI) Prep Program

In addition to these regular meetings, the office maintains liaisons with other economic development or related organizations including:

1. Harrisburg Regional Chamber of Commerce
2. Dauphin County Office of Economic Development
3. U.S. Small Business Administration
4. African-American Chamber of Commerce
5. Pennsylvania Chamber of Business & Industry
6. Council for Urban Economic Development
7. American Economic Development Council
8. National Development Council
9. PA Department of Community and Economic Development

VII. EMPLOYEE ROSTER

MAYOR'S OFFICE OF ECONOMIC DEVELOPMENT

EMPLOYEE ROSTER

<u>STAFF</u>	<u>JOB CLASSIFICATION</u>	<u>START DATE</u>
Richard M. Heaney	Director	11-26-01
Linda Walker	Deputy Director	03-24-85
Kathy Kell	Special Assistant to the Director	05-04-92
Marie Bessick	MBE Development Specialist II	09-20-82
Rodney Shenberger	Secretary	09-24-01

VIII. 2002 OFFICE BUDGET

EXPENDITURE ANALYSIS DETAIL
2002 BUDGET

General Fund

0109 MOED

Allocation Plan		Position Control		
PERSONNEL SERVICES		JOB CLASSIFICATION	2002 BUDGET	ALLOCATION
Salaries-Mgmt	177,726	Director	1	65,000
Salaries-BU	42,878	Dep. Director/Cont. Compl.	1	56,013
Overtime	0	Project Manager - M.O.S.P.	0.50	25,376
Fringe Benefits	51,717	Spec. Asst. to the Director	1	31,337
TOTAL	<u>272,321</u>	Total Management	<u>3.50</u>	<u>177,726</u>
OPERATING EXPENSES		MBE Development Spec. II	1	42,878
Communications	2,825	Total Bargaining Unit	<u>1</u>	<u>42,878</u>
Professional Fees	500			
Utilities	0	Overtime		<u>0</u>
Insurance	0	FICA		16,711
Rentals	0	Fringe Benefits		35,006
Maintenance & Repairs	400	Total Fringe Benefits		<u>51,717</u>
Other Contracted Services	3,341			
Supplies Expense	1,650			
TOTAL	<u>8,716</u>			
CAPITAL OUTLAY	0	TOTAL	<u>4.50</u>	<u>272,321</u>
GRANTS	0			
TOTAL APPROPRIATION	<u>281,037</u>			